discussed w/ LEE
9:05 AM / 3-2-96 (F)
MM

LEE

* Monack – Apparently Everyone thinks that Monack cannot be promoted w/Dana

< also — "Must get approval" to place Monack
< on the Sevenye display — not permitted

"Must get approval" to place Salem II (EE) on the PCD Lane. — Change hand Plan

"Not Permitted" — must get Approval
"Hand Cuffed" — appears that they cannot make their own Business decisions.

* Also let's talk about Inventory Assignments

WANDA OK

* If a call will pullback — it automatically goes to the S/R (YES) "LEE" ✓
* If DAP displays are present — we do not CALL on any more (yes)
* If a store justifies a contract — then it goes to the S/R (yes)

If Rep. does a good job on the store then he passes it to S/R's ✓

When w/ S/R's BE overloaded?

S/R are not to call on Stores under 100 — That's why we got TM's
- They develop Assignments
- They keep calls
- Just like old way of working — Before SEARS

* Store must Buy product from Rep — if not ✓ we cannot stroke on hand inventory — IE: Store just got order — no $ for additional (walk away) ✓ — X

* No Dana in the car — must order DAP + can't stroke on hand Inventory

Elizabeth Mussmy
"Must get approval"

51843 6197

Source: https://www.industrydocuments.ucsf.edu/docs/tybp0000